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HEIKES--HUNTSVILLE--TREES.

The Huntsville Wholesale Nurseries.

NOVEMBER Huntsville, Ala. 1907

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FOR THE TRADE ONLY

Special Mention.

"BARGAIN COUNTER." We have placed Kieffer pears and Japan Golden Russet pears on the "Bargain Counter" until our surplus is reduced. You need not pay any attention to our quoted prices on them; but write us for the "Bargain Counter" prices on any number, large or small, that is needed. They are as fine as we have ever grown, both one and two years old.

BARTLETT PEARS. All sold. Will have the finest stock ever made for next year.

PEACHES. The **Mayflower**, introduced by Mr. J. Van Lindley, Pomona, N. C. The earliest of all peaches. Mr. Lindley has tested this variety in his orchard for the past four years. It is a good peach and red all over. Brought \$3.50 per crate this year. Will supersede Victor and Sneed. Trees \$15 per 100.

The **Yellow Swan**, a yellow peach, comes next and will supersede Alexander, Triumph and Admiral Dewey and laps over into the season of Greensboro seriously. This variety is sold under a trade mark and cannot be sold for less than \$150 per 1000.

Arp Beauty is next in value to Yellow Swan. It is a better flavored peach and has a finer shade of yellow than Yellow Swan; not quite as large, ripens a little later and probably will not bear shipping quite as well. Season between Yellow Swan and Greensboro—laps over into the season of both of these varieties.

We will have several Elberta seedlings of unusual merit ripening earlier and later than Elberta to offer next season.

CHERRIES. See our offer on another page of the smaller grades. We had a crop of 326,000 to sell; but the $\frac{3}{4}$ and up and $\frac{5}{8}$ to $\frac{3}{4}$ are all sold.

PECANS. The **Taylor**. This is a variety of our introduction and so far has not been propagated by any one else. The Scoring Committee appointed by the National Nut Growers' Association which made its report at the meeting at Scranton, Miss., gave the Taylor Pecan the highest score of any nut so far passed upon. Price of the Taylor \$10 per 10. Orders will not be received for a less number than ten.

DISTRIBUTING POINTS. We wish to call special attention to the advantages we offer in freight rates and quick time through our distributing points. This arrangement will be found of great advantage to those buying in less than ar lots.

HEIKES-BILOXI NURSERIES CO. The grafted Pecans, Japanese Persimmons, Figs and Magnolias offered in this list are grown at our branch nurseries at Biloxi, Miss., the other things listed are grown in our nurseries at Huntsville, Ala. We offer for sale only what we grow.

INSPECTION. The trees in our nurseries are free from disease and pernicious insects. As far as we know there is no San Jose Scale, Yellows or Rosette in this county. Our card with inspector's certificate is placed on all boxes and packages.

The Huntsville Wholesale Nurseries.

JESSIE S. MOSS, PROPRIETOR.

W. F. HEIKES, MANAGER.

References: W. R. Rison Banking Company, Huntsville, Ala., and the Mercantile Agencies.

FALL OF 1907 AND SPRING OF 1908.

HEIKES HUNTSVILLE TREES.

NOVEMBER 11, 1907.

The publication of this list abrogates previous quotations. Except where prices are agreed upon these quotations are subject to change without notice. The usual Terms and Conditions govern these quotations.

Combination Car Lots.

These prices are based on delivery to station at Huntsville, the price of boxes to be added. In car lots in bulk no charge will be made for packing.

To those who order in less than car lots and wish to take advantage of our plan to deliver to Distributing Points we must add to the prices quoted in this list the cost of freight from Huntsville to these points on a car lot basis, and we will then prepay the freight to the point of distribution. This plan insures low freight rates and quick time. Such orders will be packed in boxes at Huntsville and combined to make up car lots and shipment promptly made to distributing points and forwarded from there over the various railroads to destination. Car lot orders will go direct from Huntsville to destination, and can be shipped at any time after September 20th to March 15th, except a short time in mid-winter.

Distributing Points.

We are making St. Louis, Mo., Rochester, N. Y., Philadelphia, Pa., Dallas, Texas, Fresno, Cal., Portland, Ore., and Grand Junction, Colo., distributing points for orders in less than car lots, to be shipped from Huntsville on the dates named below. No charge for drayage or transfer at these points.

FOR ST. LOUIS—Early shipments from September 20th to October 10th; late shipments from October 25th to December 10th, and in Spring.

FOR PHILADELPHIA AND ROCHESTER—November 1st and in Spring.

FOR DALLAS, TEXAS—October 10th to December 15th.

FOR FRESNO, CAL.—November 15th to December 15th.

FOR PORTLAND, ORE.—November 1st to December 15th.

FOR GRAND JUNCTION, COL.—October 15th to December 1st and in Spring.

This offer to ship to distributing points will not apply if shipment is required at other than the above named dates; but at other times we can ship direct from Huntsville to destination.

For 100 rates add 1 cent each; for 10 rates add 2½ cents each to the 100 rates.

The pears we offer are all worked on French Pear Seedlings 7-12 mm. branched roots, except some Magnolia and Japan Golden Russet, which are on No. 1 Japan Pear Seedlings. Kieffer, LeConte and Garber Pears from grafts, as well as other varieties from buds, grow up tall and straight in one year of sufficient height to be cut back to the proper height to form heads for two year old trees.

KIEFFER, GARBER AND LeCONTE PEARS---Two Years, Grafted on French Pear Seedlings.

GRAFTED PEARS.	Fodder.	Folder.	Follow.	Fondle.	Foolish.	Forage.	Fozy.
Two Years.	5 to 7 feet	5 to 6 feet	4 to 5 feet	4 to 5 feet	3½ to 4½ ft	3 to 4 ft	2 to 3 ft
On French Seedl'gs }	¾ to 1 in.	¾ to ¾	9-16 to ¾	½ to 9-16	7-16 to ½		
	Per M \$75	Per M \$85	Per M \$60	Per M \$50	Per M \$45	Pr M \$40	Pr M \$30
Kieffer.....	25000	15000	10000	5000	4000	2000	3000
Garber.....	5000	7000	5000	3000	2000	1000	500
LeConte.....	500	500	900	500	100	500	...

KIEFFER, LeCONTE AND GARBER PEARS---One Year, Grafted.

	CIPHER	Per 1000
One year, 5 to 6 feet, not branched.....	<i>Fabric</i>	\$70 00
One year, 4 to 5 feet, not branched.....	<i>Fable</i>	60 00
One year, 3 to 4 feet, not branched.....	<i>Famer</i>	50 00
One year, 2½ to 3 feet, not branched.....	<i>Farther</i>	45 00
One year, 2 to 2½ feet, not branched.....	<i>Fashion</i>	35 00
One year, 1 to 2 feet, not branched.....	<i>Fathom</i>	25 00

STANDARD PEARS---Two Years, Budded on French Pear Seedlings.

PEARS. Standard.	Feather	Feeble	Fellow	Felon	Festal	Fetter
Two Years.	5 to 7 feet	5 to 6 feet	4 to 5 feet	4 to 5 feet	3½ to 4½ ft.	3 to 4 ft.
Budded.	¾ to 1 in.	¾ to ¾	9-16 to ¾	½ to 9-16	7-16 to ½	
	Per M \$90	Per M \$80	Per M \$70	Per M \$65	Pr M \$60	Pr M \$50
Howell.....	...	...	100	500	400	700
Koonce.....	300	1100	1500	...	1200	1500
Smith's.....	900	...	...	...	150	...
Jap. Golden Russet.....	5000	4000	2000	2000	1000	500
Early Harvest.....	...	500	...	...	...	700
Duchess.....	...	...	...	...	150	150

STANDARD PEARS--One Year, Budded.

	CIPHER	Per 1000
One year, 5 to 6 feet, not branched.....	<i>Fossil</i>	\$90 00
One year, 4 to 5 feet, not branched.....	<i>Foster</i>	80 00
One year, 3 to 4 feet, not branched.....	<i>Founder</i>	70 00
One year, 2 to 3 feet, not branched.....	<i>Falter</i>	50 00
One year, 1 to 2 feet, not branched.....	<i>Fame</i>	35 00

VARIETIES--Koonce, Early Harvest, Howell, Duchess d'Angouleme, Lawrence, Japan Golden Russet, Smith.

DWARF PEARS.	Each	Eager	Eagle	Earned	Early	Earnest	Earth
Two Years. Budded.	¾ & up	11-16 to ¾	¾ to 11-16	9-16 to ¾	½ to 9-16	3 to 4 ft.	2 to 3 ft.
	\$75 Pr M	\$70 Pr M	\$86 Pr M	\$55 Pr M	\$45 Pr M	\$35 Pr M	\$25 Pr M
Duchess d'Angouleme.....	140	...	350	270	150	100	150

PLUM TREES—On Marianna Plum. One Year.

Plum Trees.	Lesson	Liking	Limber	Limpid	Linger	Liquor	Ladder	Letter
On Marianna Plum.	¾ & up	¾ to ¾	9-16 to ¾	½ to 9-16	7-16 to ¾	3 to 4 ft	2 to 3 ft.	1 to 2 ft.
One Year.	5 to 6 ft.	4 to 6 ft.	4 to 5 ft.	4 to 5 ft	3½ to 4½ ft.			
	Pr M \$85	Pr M \$75	Pr M \$60	Pr M \$50	Per M \$45	Pr M \$40	Pr M \$35	Pr M \$30
Abundance.....	150	...	...	...	...	...	...	...
Burbank.....	300	...	...	...	...	...	...	...
Red June.....	100	...	...	...	...	1000	...	...

PLUM TREES--Two Years. On Marianna Plum.

Americana Plums. Two Years on Marianna. Well Branched.	Hamner 5 to 6 feet ¾ to 1 in. \$150 Pr M	Happen. 5 to 6 feet 11-16 to ¾ \$80 Per M	Harden. 5 to 6 feet ¾ to 11-16 \$75 Per M	Harrow. 4 to 5 feet 9-16 to ¾ \$70 Per M	Hasten. to 5 feet ¾ to 9-16 \$65 Per M	Hatter. 3½ to 4½ ft 7-16 to ½ \$55 Per M	Haven 3 to 4 ft \$50 Pr M
DeSoto.....	1500	1000	1400	1480	1300	1200	1800
Forest Garden.....	1800	1800	1200	600	650	350	300
Hawkeye.....	...	800	550	550	350	200	150
Klondike.....	...	...	20	150	200	80	160
Stoddard.....	650	600	750	500	400	200	250
Wolf.....	90	600	400	200	350	150	200
Wyant.....	...	250	190	1100	1350	1500	1900

PEACH TREES--On Peach. Leading Varieties.

Our peach trees are budded on seedlings grown from Tennessee and Alabama natural pits. They are free from Aphid, Root-knot and Crown-Gall. We can supply beautiful large, medium and small-sized trees. The land upon which our peach trees are grown produces a well-matured tree, with fine fibrous roots. The San Jose Scale, Yellows and Rosette are unknown in this section and we have been careful not to bring in any buds from affected localities.

Peach Trees One Year, On Peach Stock	Rancor 6 to 8 ft. ¾ to in. Pr M \$50	Ransom 5 to 6 ft. ¾ to ¾ Pr M \$50	Rather 4 to 6 ft. 9-16 to ¾ Pr M \$45	Rattle 4 to 5 ft. ¾ to 9-16 Pr M \$40	Recite. 3½ to 4½ ft 7-16 to ½ Pr M \$35	Reserve. 3 to 4 feet ¾ to 7-16 Per M \$25	Resource 2 to 3 ft Pr M \$22.50	Render 1 to 2 ft. Pr M \$15
Admiral Dewey.....	400	600	100	600	1000	...	...	250
Arp Beauty.....	1350	2200	...	...	...	...	...	...
Alexander.....	...	...	...	500	...	800	700	...
Beers Smock.....	50	400	700	1500	450	1000	1300	800
Belle of Ga.....	2200	2800	1000	...	5200	9200	5200	1400
Chair's Choice.....	...	...	...	...	...	3000	3600	1600
Carman.....	800	2000	1800	5600	...	10200	6300	2300
Crawford's Late.....	...	...	...	...	...	...	3900	1200
Champion.....	...	...	...	...	...	2800	2300	900
Emma.....	...	...	...	...	...	200	300	100
Elberta.....	...	...	...	...	3000	39400	20400	...
Fitzgerald.....	...	...	...	...	...	400	1600	1000
Grady.....	...	20	30	60	50	150	70	50
Greensboro.....	...	...	...	...	...	...	800	300
Globe.....	...	...	...	...	...	900	1800	1000
Heath Cling.....	...	...	...	...	...	...	1000	1000
Hiley (Ea. Belle).....	600	1100	1300	2100	3100	6700	3700	1700
Krummel's Late.....	...	...	...	...	...	1300	1600	600
Lemon Cling.....	...	...	...	...	400	...	1300	500
Mayflower.....	...	...	...	...	...	300	250	...
Mamie Ross.....	...	...	...	...	...	...	...	350
Mountain Rose.....	...	...	...	...	...	...	...	450
Old M. Cling.....	...	...	...	...	100	600	...	...
Old M. Free.....	...	...	...	...	...	650	1300	700
Reeve's Favorite.....	...	...	...	...	...	2000	3000	1600
Salway.....	...	...	...	...	...	1400	2000	500
Stinson's Oct.....	...	...	...	...	400	5000	3800	1300
Slaphey.....	...	...	...	...	...	2200	...	200
Stump.....	...	...	...	...	...	...	1300	600
Sneed.....	...	...	...	...	...	4400	5000	...
Triumph.....	...	...	...	...	...	700	900	350
Victor.....	...	...	...	300	400	1500	1600	400
Waddell.....	400	1800	700	600	1400	1800	1300	600
Yellow Swan.....	750	950	850	800	600	850	300	40

The price of Mayflower and Yellow Swan is \$15 per 100, any size.

PEACH TREES. June Buds.

Peach Trees. June Buds.	Jacket. 4 to 5 ft 9-16 to ¾ \$45 Pr M	Jargon 4 to 5 ft ¾ to 9-16 \$40 Pr M	Jasper 3 to 4 ft 7-16 to ½ \$35 Pr M	Jealous 3 to 4 ft Under 7-16 \$25 Per M	Jeopard 2 to 3 ft. \$22.50 Pr M	Jersey 18 to 24 in. \$20 Per M	Jester 12 to 18 in. \$12.50 Pr M
Arp Beauty.....	1000	1000	1600	1100	...	...	...
Belle of Ga.....	1400	1800	2200	800	650	...	...
Carman.....	750	1000	1850	5700	1300	...	1800
Crawford's Late.....	...	...	...	1600	2400	2700	1500
Champion.....	...	...	...	700	2400	1500	550
Chair's Choice.....	...	...	...	500	1200	1100	600
Elberta.....	...	...	67700	75000	100000	50000	25000
Hiley (Ea. Belle).....	...	...	450	3000	...	...	900
Krummel's Late.....	...	...	...	2000	1000	600	250
Reeve's Favorite.....	...	...	...	1500	1200	1100	600
Salway.....	...	...	...	1400	4400	3200	200
Waddell.....	...	...	...	2100	600	150	500

We have 125,000 Elberta June Buds 3 to 4 feet ¾ to 7-16 for \$27.50 per M.

CHERRY TREES---Two Years. On Mahaleb.

CHERRY TREES. Two Years On Mahaleb.	<i>Object</i> 5 ft. & up ¾ to 1 in.	<i>Oblong</i> 4½ to 5½ ft ¾ to ¾	<i>Octave</i> 3½ ft. & up 9-16 to ¾	<i>Office</i> 3 ft. & up ½ to 9-16	<i>Onward</i> 3 to 4 ft.	<i>Order</i> 2 to 3 ft.
	Pr M \$200	Pr M \$175	Pr M \$125	Pr M \$100	Pr M \$85	Pr M \$50
Early Richmond.....	9000	13000	10000	5000
English Morello.....	3000	3500
Baldwin.....	2000	2000	2300	4000
Dyehouse.....	4000	3000	4500	5000
Montmorency.....	12000	9500	8000	5000
Terry.....	2000	2500	1500	3000
Suda.....	1000	1000	500	1000
Wragg.....	2500	6500	6000	2500

Cherry Trees--Transplanting Terms.

We have a larger proportion of the smaller grades in our two-year cherries this year than usual. We propose to sell the ½ to 9-16, 3 to 4 feet and 2 to 3 feet, on transplanting terms. Payable May 15th, 1908, or if preferred a note will be accepted bearing same date as the invoice payable May 15th, 1909, with interest at 7 per cent added from May 15th, 1908, to May 15th, 1909. Shipment will be made either this Fall or next Spring. See Combination Car Lots on 3rd page. These trees are finely rooted, smooth and nice for their size. On good soil they should make handsome trees for retailing in one season's growth. Cherry trees will be scarcer next year than this. The crop in this neighborhood will be less than for many years and the nurseryman who has some cherry trees growing in his nursery will have something on hand on a par with gold.

HUNTSVILLE PECANS—One Year. Best Grafted Paper Shell Varieties.

PECANS. One Year	<i>Port</i> 4 to 5 feet	<i>Pointed</i> 3 to 4 feet	<i>Pointer</i> 2 to 3 feet	<i>Polish</i> 18 to 24 in.	<i>Polite</i> 12 to 18 in.
	\$85 Per 100	\$75 Per 100	\$70 Per 100	\$60 Per 100	\$50 Per 100
Stuart.....	...	70	60	60	60
Ga. Giant.....	80
Van Deman.....	...	20	60	120	250
Frotscher.....	...	5	30	60	50
Moneymaker.....	...	120	190	360	330
Pabst.....	...	40	50	120	270
Teche.....	...	20	40	100	140

Orders will not be accepted for less than \$5.00 worth of these Pecans unless included in order for other trees.

The price of Taylor \$10 per 10. Orders for Taylor will not be received for less than 10. The Taylor carries the highest score of any nut so far passed upon.

50,000 PECAN SEEDLINGS. Gulf Coast Thin Shell.

We have a very fine lot of two and three year old seedlings grown at Huntsville. These trees are grown from selected nuts collected along the Gulf Coast in Southern Mississippi and Louisiana, where the choicest thin shell nuts are produced. We can supply any size from one foot upward to five feet.

	CIPHER	Per 1000
Two and three years, 12 to 18 inches.....	<i>Patent</i>	\$85 00
Two and three years, 18 to 24 inches.....	<i>Paddle</i>	45 00
Two and three years, 24 to 30 inches.....	<i>Pebble</i>	50 00
Two and three years, 3 to 4 feet.....	<i>Pellet</i>	65 00
Two and three years, 4 to 5 feet.....	<i>Petter</i>	70 00

HUNTSVILLE ROSES.

Huntsville Roses. Field Grown Very Fine.	<i>No. 1</i>	<i>No. 1½</i>	<i>No. 2</i>
	Per M \$80	Per M \$60	Per M \$20
Marechal Neil, 10 cents....	1000	...	...
Baby Rambler, 12½ cts....	10	50	40
Coquette des Alps.....	110	190	100
Mar. P. Wilder.....	80	100	70
Gen. Jacqueminot.....	140	60	10
Paul Neyron.....	390	190	60
Ulrich Brunner.....	270	210	100

HEIKES-BILOXI NURSERIES COMPANY, Biloxi, Mississippi.

Address all correspondence on business with these Nurseries to
W. F. HEIKES, Manager, Huntsville, Ala.

On stock grown at Biloxi, for delivery in the Fall, the freight is to be paid from there by the buyer. The prices of boxes and baling to be added to quotations. Terms and conditions are the same as for the Huntsville Wholesale Nurseries.

MAGNOLIA GRANDIFLORA.

<i>Magnolia Grandiflora</i>	<i>Mattock</i> 4 to 5 feet	<i>Mallet</i> 3 to 4 feet	<i>Manger</i> 2 to 3 feet	<i>Martin</i> 18 to 24 in	<i>Marble</i> 12 to 18 in.	<i>Master</i> 6 to 12 in.
	\$25 Per 100	\$20 Pr 100	\$17.50 Pr 100	\$15 Pr 100	\$12.50 Pr 100	\$10 Pr 100

The two feet and
up are two years
transplanted.
Smaller sizes,
one year transp'd

850

1000

1600

50

450

...

These Magnolias are fine, straight, smooth plants with good fibrous roots.

FIGS. One Year.

<i>FIGS. One Year.</i>	<i>Soon</i> 4 to 5 feet	<i>Sonnet</i> 3 to 4 feet	<i>Safety</i> 2 to 3 feet	<i>Saddle</i> 1 to 2 feet
Grown from Cuttings.	\$75 Per M	\$65 Per M	\$55 Per M	\$50 Per M
	250	1000	3000	2500

VARIETIES—Celestial. This is the best variety for preserving and canning and makes the healthiest, hardiest tree.

PECANS---One Year. Best Grafted Paper Shell Varieties.

<i>PECANS.</i>	<i>Gadder</i> 5 to 6 feet	<i>Gabble</i> 4 to 5 feet	<i>Gallon</i> 3 to 4 feet	<i>Gallie</i> 2 to 3 feet	<i>Gaston</i> 18 to 24 in.	<i>Garter</i> 12 to 18 in.
One Year.	\$100 Pr 100	\$85 Pr 100	\$60 Pr 100	\$45 Pr 100	\$40 Pr 100	\$35 Pr 100
Stuart	...	...	...	...	408	1640
Russell	165	305	768	1000	551	701
Taylor	40	...	125	530	450	490
Frotscher	...	...	...	...	...	845
Pabst	...	...	27	537	400	540
Moneymaker	110	...	...	...	...	25
Teche	...	...	...	80	130	240
Pride of Coast	10	10	125	45	40	50

JAPANESE PERSIMMONS---One Year.

<i>Japanese Persimmons</i>	<i>Jessamine</i> 4 to 5 feet	<i>Jasper</i> 3 to 4 feet	<i>Jargon</i> 2 to 3 feet
One Year.	Per 100 \$12.50	Per 100 \$10	Per 100 \$7.50
Hiyakume	...	...	...
Tane-nashi	...	...	100
Zengi	...	...	...

Grafting Against Budding Kieffer Pear Trees.—We propagate Kieffer pears by grafting. We use for this purpose branched French Pear Seedlings 7-12 millimeters, the finest stocks that can be bought. We use only the collar cut and prune the branches close so that every branch throws out one or more fibrous roots. In this way the finest root system possible is produced. We have tried grafting Kieffers on the second cut. While a reasonably good stand can be got from such grafts the roots of the trees are far from satisfactory, and we have ceased to make such grafts and have no trees on hand grown from second cuts. Some of our nursery friends are talking budded Kieffers in preference to grafted Kieffers. Now those who practice budding Kieffers usually economize by using French Seedlings 5-7 millimeters and must hasten the season of budding to get the buds in before the Leaf Blight checks the growth of the seedlings. A little later the leaves drop and the seedling stands practically bare of foliage the remainder of the Summer and Fall. It is unreasonable to expect that a tree propagated under such conditions can compare with a Kieffer tree grown from graft which makes a healthy growth from the start and holds its foliage perfectly until late in the Fall. It takes a year longer to bring a budded Kieffer into market than one grown from grafts, and then Kieffer graft excels in caliber. We have one block of two-year Kieffers which were cut back near the ground at one year old which have the appearance of buds which we can supply to those who prefer to buy trees in this shape.

THE HUNTSVILLE WHOLESALE NURSERIES PRICE LIST

Terms and Conditions Governing Quotations in the Price List of the Huntsville Wholesale Nurseries.

RATES.—As we send this list to the trade only, we make the difference in prices between the 10, 100 and 1000 rates very slight—simply sufficient, as a rule, to cover the difference in the expense of handling in the smaller numbers. We uniformly tie in bunches of 10, when consistent with the order, and we suggest to our customers to make their orders for varieties in multiples of 10 as far as practicable. Orders for 50 and not over 300 trees, if for not less than 10 of a variety, will be charged at the rate per hundred. Orders requiring 300 trees or more, and not less than 10 of a variety, will be filled at the lowest quoted prices. Orders for less than 10 trees of one variety, will be charged at the rate per ten.

SEASON.—Our packing and shipping season begins by the 20th of September, and continues until about the first of March.

We have great advantages to offer here in early shipments for the North in Spring. We do not accept orders for trees we do not grow, as we never buy trees to sell again. You can depend upon us for fresh dug trees. Each order is taken up separately, and not until it is wanted for shipment.

SHIPPING DIRECTIONS.—We respectfully beg our patrons to furnish us with explicit *directions as to shipping*, and the mode of conveyance by which they desire trees forwarded. When no particular directions are given, we forward according to the best of our judgment. *But in no case do we assume any responsibility as to safe delivery and condition of Trees and Plants after a proper shipment by us.*

RELEASE.—When prepayment of freight is not required, we will Release and Guarantee, and take forwarder's receipt and mail to consignee. It is left to the option of the shipper of trees over some railroads, whether he will release them or not under the clause "Value less than \$5.00 per 100 lbs." If released under this clause, the freight is less on roads governed by this classification, and we will assume it to be proper to make this release, without reference to the value of the trees, unless instructed to the contrary. This clause does not apply upon roads under some of the district classifications, and because of this confusion we will not be held responsible for any oversight to release, unless instructed by our customers. Claims for delay or loss must be made to the forwarders.

PACKAGES.—The cost of package must be added to the prices quoted in this list, as follows: Boxes 30 inches square, from 7½ to 9 feet long, as the trees may require, each \$2.50; boxes 24 inches, \$2.00; boxes 18 inches, \$1.50; bales from 25c. to 75c. each.

PACKING.—Goods will be packed in moss or "Shingle Tow" and especial care taken to insure their arrival in the best condition.

ASSORTMENTS.—We do not require customers to take an assortment they do not wish, but will sell one variety alone if desired. If any substitution can be allowed, either in grade or variety, it should be so stated when making the order. As a rule we do not substitute without permission.

CAUTION.—We accept all orders upon the condition that they shall be void, should any injury befall the trees from frost, hail, storm, fire, or other causes over which we have no control.

TERMS.—Cash. When desired, we will allow 30 to 60 days from date of shipment to responsible,

prompt-paying customers. Parties with whom we have had no business transactions, will save time by sending reference, with order. We wish it expressly understood that payment is expected from the first collections made, and the time named is only intended as so many days of grace in which to make returns. To northern customers, who wish to lay in stock for Spring trade, we will ship late in Fall or early in Spring, and allow time for payment till May 15th. If shipment is required in the Fall for Spring use, a note is to be given upon receipt of the trees. We do not allow any discount for cash, but we make our prices low to command cash, or prompt returns. In orders when the time is not mentioned, 30 days is to be understood. Interest at the rate of 8 per cent per annum must be paid on over due accounts. Should prices be changed, either higher or lower, during the season, the prices ruling at the time the order is made, are expected to stand.

FORMS OF PAYMENT.—All bills are payable at the office of the seller, and remittances should be made by drafts on New York, Chicago or St. Louis, or by money orders on some Express Company, or by postal orders. We will, however, accept checks from those of our customers who may be located at places having no banking, express or postal facilities, provided they make them in every case payable "with exchange", or add ¼ of one cent, to the amount of the bill for the cost of collection.

GRADES.—We grade very carefully, in some cases by caliper, in others by height. When graded by both caliper and height, the caliper must govern, as the height then named is only to be considered approximately. When graded by height or caliper, we include the lower number and exclude the higher. Instance: in a grade of 4 to 5 feet trees, the 4 feet trees are included, but not the 5 feet trees. If 5 feet trees are wanted, the 5 to 6 feet grade must be ordered.

GUARANTEE OF GENUINENESS.—While we exercise the greatest diligence and care to have all our Trees, etc., true to label, and hold ourselves in readiness, on proper proof, to replace all trees, etc., that may prove untrue to label, free of charge, or refund the amount paid, it is mutually understood and agreed to, between the purchaser and ourselves, that our guarantee of genuineness shall in no case make us liable for any sum greater than that originally received for said trees, etc., that shall prove untrue.

ACCEPTANCE.—Notice should be sent us by telegraph, at our expense, if there is any cause of complaint, or should the trees be refused, stating reasons. Claims for deduction, from whatever cause, will receive consideration only when made promptly upon the receipt of the trees. If trees show any signs of shrivelling upon arrival, they can usually be restored by being thoroughly watered and buried entirely under the ground for two or three days. Should there be any frost in the trees upon arrival, they should not be removed from the box until the frost is all out. The box should be placed in the cellar or protected in some other way. The presence of frost in the boxes is not to be considered an evidence of bad condition, as we pack to secure the trees against damage, if the frost is allowed to come out in the natural way. Goods will be considered accepted if removed from the boxes in which they are packed, without notice of complaint to us and without our orders for their disposition.